

Tanvi Dandawate Auti is Managing Director at Dhruv Consultancy Services Ltd. which is engaged in the business of providing infrastructure consultancy services like design, engineering, procurement, construction and project management services for Highways, Bridges, Tunnels, Architectural and Ports etc. At Dhruv Consultancy Services, she looks after overall management function of the company including HR, Finance and Administration. She holds a B.E. (Civil) degree. Prior to joining Dhruv, she worked with Hiranandani Construction and Simplex Infrastructure Ltd.

In conversation with **Dominic Rebello**, Tanvi talks about the company's IPO plans, the role a consultancy firm plays in the development of infrastructure projects and the future of infrastructure sector

Infrastructure Solution Provider

Tell us a few words about Dhruv Consultancy Services Ltd.?

Dhruv Consultancy Services was established on August 26, 2003 with 4 employees in a 200 sq. ft rented office at Vashi. We started work in the field of consultancy for preparation of detailed project report for highway projects. In 2006, we were awarded with the first Project Management Consultancy work for four laning of Bhiwandi Kalyan Shil Phata by PLUS Expressway BERHAD, Malaysia. We built our eligibility by forming joint ventures and associations with other consultancy firms and got empanelled with Ministry of Road Transport & Highways and National Highway Authority of India in 2013 after completing 10 years. Then, in 2015, we were awarded with 1300 kms of projects for Preparation of Detailed Project Report in the state of Maharashtra and Telangana. Presently, we have a presence in 11 states across the nation with more than 300 employees on our payroll.

How do we see the infrastructure sector growing in the future?

India's National Highway Sector is expected to cover 50,000 kilometres by 2019 according to the Ministry of Road Transport and Highways. For the same, the government has invested around Rs. 3.17 trillion. India is witnessing significant interest from international investors in the infrastructure space. With the Bharatmala and Sagamala initiatives for highway and shipping sectors respectively, have been an important initiative for the infrastructure growth.

What role does a consultancy firm play in the development of infrastructure projects?

The consultancy firm has two major responsibilities - Preparation of Detailed Project Report and Project Management Consultancy. The preparation of Detailed Project Report includes Surveys, Investigations, Design of Highway & Structures, Preparation of Tender Documents for appointment of Contractor, Preparation of Land Acquisition Proposals, Utility Shifting Estimates, Environmental Clearance, Estimating & Costing. Project Management Consultancy includes construction supervision, quality & quantity checks, progress monitoring. Before the year 1995, the govt was carrying major works in-house. Post liberalisation of economy and privatisation in highway sector, govt is carrying out the

Tanvi Dandawate Auti, MD, Dhruv Consultancy Services



design and supervision works through consultants who are professional agencies.

What is the biggest challenge for growth of the company and how do you intend to overcome these challenges?

The biggest challenge for the growth of Dhruv Consultancy is shortage of technical expertise manpower. In a consultancy tender evaluation, 80% weightage is given to the Technical Score (75% to the key professionals proposed and 25% for company's experience) and 20% to the Financial Score. So, the award of the contract depends on the manpower. We have formed associations with smaller consultancy firms who provide us with their manpower and we share our eligibility with them. Also, through joint ventures with foreign consultancy firms we intend to use foreign expertise for projects in India in order to bring in more technology and experience for iconic projects. We also have senior engineers retired from Government services from top posts such as Chief Engineer or Secretaries, who bring in the quality manpower from the government sector.

Your major works are from govt. With elections around the corner in centre do you foresee a political risk to the business?

We started this Consultancy firm in 2003 and have come all the way to 2018 when there were different political parties in the State and in the Centre. We report to the Chief Engineer and Regional Office or Project Directors of NHAI who is our Client. All our bills are also being sanctioned by them. Hence, there is no direct impact of the political party on our business.

You are coming out with an IPO? How will it impact Dhruv's future growth prospects?

With the IPO size of about Rs. 23 crore, we would be able to repay the high interest loans and capital growth would be the main object of IPO by pumping in additional working capital. In order to bid for iconic projects, we would require cash margin for providing Performance Bank Guarantee and initial mobilisation expenses. With the help of availability of capital, we would also add value to our deliverables by bringing in more technology through software and machineries.



BUSINESS SHOTS



National rubber policy in the making: Prabhu

Commerce Ministry is developing a national rubber policy to address various issues concerning the sector with a view to boost shipment and productivity, Union Minister Suresh Prabhu has said. "This policy is necessary because there are so many challenges the sector is facing. We want to make sure that all issues are addressed through this policy. We have already had one meeting on this," the commerce minister told PTI. He said the aim of the proposed policy would be to boost export and production of rubber, "keeping in mind farmers' interests".

IIGP earmarks USD 2 mn funding for this year

Tata Trusts, Lockheed Martin and Department of Science and Technology (DST) have earmarked USD 2 million for this year's edition of the India Innovation Growth Programme (IIGP) 2.0 which focuses on providing support to startups in the country. The partners intend to invest the amount for the seed money and to provide support to entrepreneurs to develop technology-based solutions in various fields like agriculture, healthcare, water, energy and life sciences. The programme offers an opportunity for innovators across India to bring breakthrough ideas to market.

Samarth Bank Brand Ambassador Jadhav to inaugurate Dadar branch



Indian Cricketer, **Kedar Jadhav** the Brand Ambassador of Samarth Bank will inaugurate the bank's first branch in Mumbai at Dadar on March 26, 2018. After successful

two decades of offering efficient services to its customers in Western Maharashtra, Samarth Bank is all set to enter Mumbai by launching two state-of-the-art branches at Dadar and Kalyan. The bank is all set to roll out its branches in Thane, Vashi, Pune and Sangli as per Reserve Bank of India norms and after receiving its approvals. Currently the bank has deposits of worth Rs 950 crore and advances to the tunes of Rs 655 crore.

JPS Fashions plans to expand its chain of multi brand outlets

JPS Fashions, a reputed name in textile manufacturing and having 8 Multi brand Retail stores in Mumbai and Baraoda, opened its 9th Multi Brand Retail Outlet (MBO) recently at Borivali (W). This Store offers exclusive collection of brands such as Raymond, J Hampstead & Albertino Zoia. The MBO was inaugurated by the Guests of Honour Gopal Shetty, Member of Parliament & Bina Doshi, Corporator, Borivali, in presence of Bhopal Singh Galundia, MD of the Company.

Scientific organic farming to double farmers' income: Singh

Agriculture Minister Radha Mohan Singh yesterday pitched for scientific organic farming to double farmers' income and sought stakeholders' support to bring a revolution in this area. India is the world's largest organic farming country by default. Efforts are being made to ensure farmers adopt organic cultivation in a more scientific way to get better production and higher returns, he said. Government's target is to double farmers' income by 2022. The Dalwai Committee is looking into it and will soon

recommend ways to achieve the target.

Sandhar Technologies IPO subscribed over 6 times

The initial public offer of auto component maker Sandhar Technologies was subscribed over six times on the last day of bidding yesterday. The IPO to raise Rs 512 crore received bids for 6,66,99,495 shares against the total issue size of 1,55,74,311 shares. The public offer comprises fresh issue of shares worth Rs 300 crore and an offer for sale of up to 64 lakh shares (including anchor portion of 46,30,842 shares). The price band for the IPO was fixed at Rs 327-332.

Triumph launches all-new TIGER 800 bikes range

British superbike maker Triumph Motorcycles yesterday launched the all-new TIGER 800 XCX and XR line-ups in India priced between Rs 11.76 lakh and Rs 13.76 lakh. There are more than 200



upgrades to the chassis and engine, which is more responsive and optimised, in the new line up, Triumph Motorcycles India said in a statement. "To deliver the best of Triumph, we here have been working on our engineering and technology to upgrade the capability of the Tiger 800 line-up for versatility on and off-road," Triumph Motorcycles India Managing Director Vimal Sumbly said.

Avanse Financial closes 1st securitisation of education loans

Education-focused NBFC, Avanse Financial Services, and fintech marketplace, Vivriti Capital, yesterday closed first securitisation of education loans in the country amounting to Rs 108 crore. "For the education sector, such deals could go a long way in aiding the growth of the industry," Avanse Financial Services chief executive, Amit Gaiinda, said in a release. Avanse Financial Services is the NBFC arm of Wadhawan Global Capital and an associate company of DHFL. It lends to students and to educational institutions.

Adient, Arvind form JV for automotive fabrics in India

Global automotive seating major Adient and homegrown textile manufacturer Arvind Ltd yesterday announced formation of a joint venture to develop, manufacture and sell automotive fabrics in India. Adient is the majority stakeholder in the JV with 50.5% share, rest being with the Indian partner. The JV, Adient Arvind Automotive Fabrics, will be based in Ahmedabad, where it will manufacture high-end performance fabrics for automotive seating systems, the companies said in a joint statement.

ATS group to invest Rs 2,000 cr on building affordable homes

Realty firm ATS's founder Getamber Anand yesterday launched a new venture HomeKraft to develop mid-income and affordable housing projects and will invest Rs 2,000 crore over the next five years to build about 6,500 units. Affordable housing, which has been accorded with infrastructure status in 2017 Budget, has gained momentum on the back of interest subsidy offered by the government and lower GST rates. HomeKraft will develop homes of size ranging from 950 sq ft to 1,600 sq ft and in a price range of Rs 30-70 lakh, Anand told reporters.

Mumbai is the city of dreams turning into realities. Follow the stories of successful and driven entrepreneurs every day in the **Afternoon D&C's 'Open for Business'** column for some inspiration of your own. If you know someone who just 'has' to feature here, write to our Senior Business Correspondent, dominic.rebello@afternoondc.in